

# The Hoarder's Mind

## Hoarder Equation:

- Traumatic Trigger
- YEARS of analyzing or avoidance
- Lack of social abilities
- Financial stress
- Sleep Deprivation
- Current health concerns
- NEW stress (usually what caused them needing help)
- Fear of this ALL going away
  - the hoard is safe
- SOMEONE new trying to come into their lives to help
- **COMPLETE MENTAL VIOLENCE**

No wonder they are so exhausted!

# How Does This Affect Virginia?



# Hoarding in Virginia

- Hoarding is currently an concern in Virginia, but it could soon become a much greater problem.
- As a reminder, hoarding is caused by trauma and grief, but not old age
- Hoarding is more prevalent in the aging population because of life experiences
- As our state ages, hoarding is poised to create an even larger problem



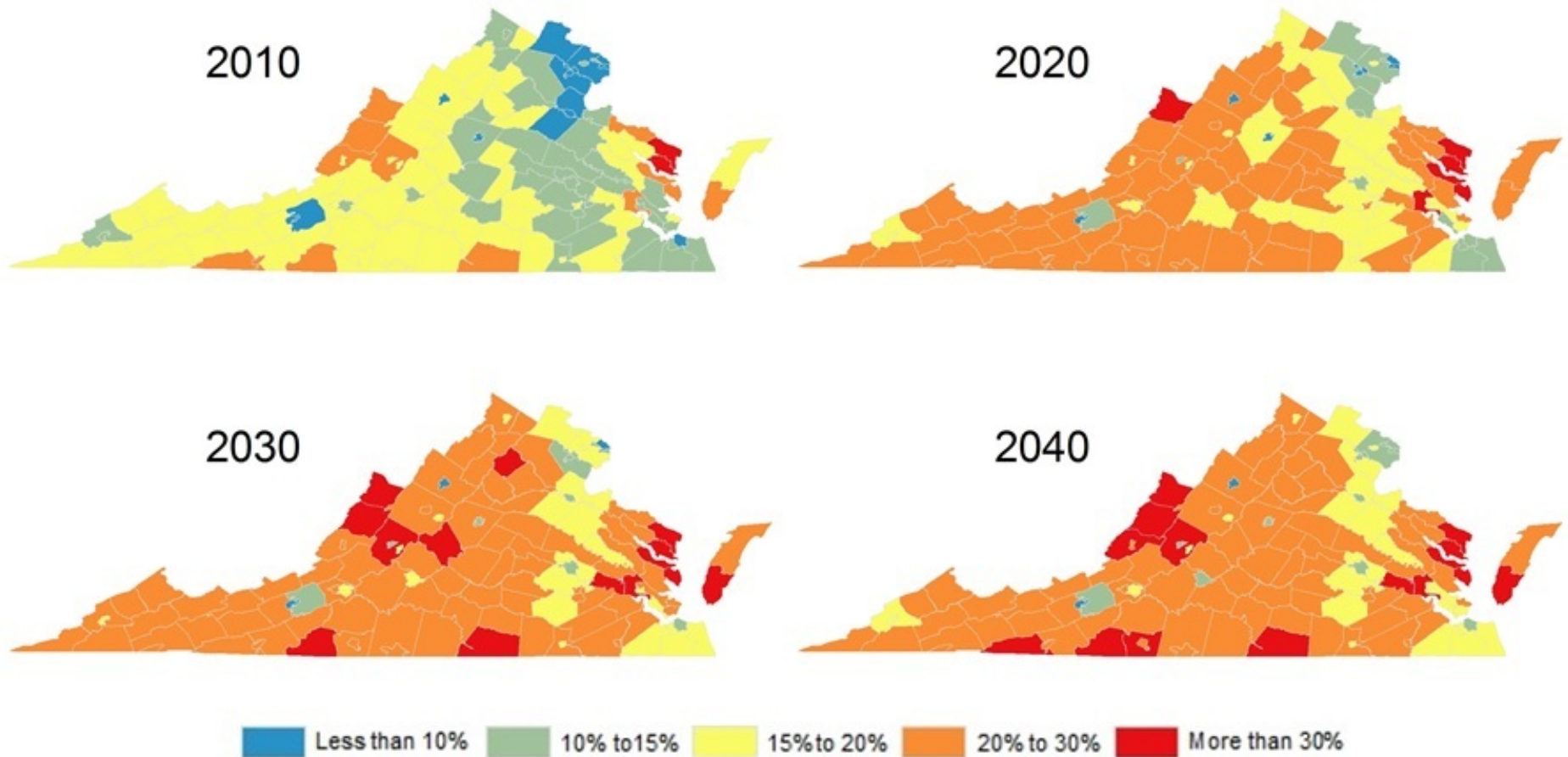


# Hoarding in Virginia

- Currently just under 5% of the population struggle with hoarding (424,000)
- Statewide, but I personally see an increase in Northern Virginia & rural areas
- As the state ages, we will see a stress on existing services because of hoarding



## PERCENTAGE OF POPULATION OVER 65 YEARS



- Virginia is in the middle of the Mid-Atlantic economic growth but also in the south's booming "Half Back" revolution

\*Data by Statchat.com

# Hoarding in Virginia

- Hoarders tend to stay put and do not transition into assisted living causing a strain on first responders coming out to the home
- In more dense cities, hoarded homes become dangerous structures that can harm the lives of neighbors and first responders



# Hoarding in Virginia

- We see an overall decline in quality of healthcare for hoarding population
  - Decrease in affordable housing for seniors forcing them to stay in outdated and unsafe homes
  - Increase in healthcare costs & a decrease in hospital beds will force healthcare into the homes
- Hoarding is hurting neighborhoods:
  - Increased costs to Social Services, APS, Code Enforcement & Police to handle reporting and upkeep of hoarding neighbors
  - Decreased property values and tax revenues as neighbors are unable to sell their homes
  - As are starting to see discrimination lawsuits against property managers by hoarders



# Hoarding in Virginia

- Hoarding is not just a social issue and it impacts everyone:
  - Hoarder
  - Neighbors
  - APS, CPS, Social Services
  - Mental Health
  - Code Enforcement, First Responders, Animal Control
  - Housing at all levels
  - Insurance
  - Healthcare & Medical Services
  - Court Systems
  - Many others





# How do we fix Hoarding?



# How to tackle Hoarding?

- Research is showing that hoarding can be tamed with a unique mix of compassion focused cleaning and therapy
  - Not limited to CBT
- Success rate of 60% when some form of therapy is used in combination with cleaning
  - 0% success rate when only focused on cleaning
  - It will return, not IF, but when



# How to tackle Hoarding?

- Challenges of changing hoarding:
  - Awareness and understanding
  - Enforcing therapy as part of the cure
  - Finding affordable solutions
  - Managing the logistics and costs of a LONG TERM solution
- What other states are doing
  - Most states are avoiding it completely
  - Creating fully focused & complete Hoarding Task Forces that utilize both public and private expertise to create a long term solution
  - Where states failed previously was **only** including first responders and code enforcement
  - Hoarding is a complicated disorder that requires understanding from everyone from Healthcare to Housing and Medicaid to Mental Health



# How to tackle Hoarding?

- Ohio is the most progressive so far
  - Created a long term therapy focused solution
  - They first work with local Code Enforcement and APS to handle the problem on their own
  - After approximately 2 years of citations, the hoarder is placed on new solution program
  - City works with a private company to perform a compassion focused cleanup
  - Services are paid for by State with a lien against the home
  - Hoarder then meets with therapist and cleaning monthly to LEARN the skills and address the causes
  - Every quarter if the client has maintained a clean home and kept up with therapy appointments, a % of the lien is removed
  - If the home stays clean over 3 years than the lien is removed entirely

# How to tackle Hoarding?

- Some localities turn hoarding into a felony and when charged it opens the hoarder up to a fund of money to keep them OUT of jail
- Localities tend to lose when taking a hoarder to court without a solution for the cleanup
  - Remember they are incredible smart and can devote 100% of their time to defending themselves
  - Eviction + Legal battle costs much more than simply providing a cleanup and therapy
- Future solutions will need to utilize volunteers and psychology students needing credit hours for graduation

# CARMEN IN VIRGINIA - BEFORE

- Client had health problems, forcing a move into a nursing home.
- She had called local EMS over 140 times that year
- We worked with local Social Worker, Guardian & Conservator.
- An investor offered **\$72k** for the home, including its contents.





# CARMEN IN VIRGINIA - AFTER

- Crews cleaned out the house, managed estate sale of all personal property, item storage, and an online real-estate sale.
- She earned \$108k, after all fees.
- Property sale earned an additional \$10,800.

	BEFORE	AFTER
Real Estate Sale	\$72,000	\$123,200
Personal Property Sale	-	\$10,800
Cost of Legacy Navigator Services	-	(\$11,650)
Estimated Auction/Real Estate Fees	-	(\$14,160)
Net Proceeds to Client	\$72,000	\$108,190
Legacy Navigator Difference		\$36,190

# HELPING THE HOARDER THROUGH THE PROCESS



- Hoarding is simply not about trash
- It's a complicated social issue that will impact generations to come
- A strategic solution implemented with compassion and care is both ethically and morally right, but also financially prudent for Virginia

# LEGACY NAVIGATOR

- Q&A
- Contact Information:  
[www.LegacyNavigator.com](http://www.LegacyNavigator.com)  
[Matt@LegacyNavigator.com](mailto:Matt@LegacyNavigator.com)  
804-357-3772

